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a bobit publication

july 1988

automotive **FLEET**

CAR AND LIGHT TRUCK FLEET AND LEASING MANAGEMENT MAGAZINE



Buick's Restyled
'89 Century

automotive FLEET

CAR AND LIGHT TRUCK FLEET AND LEASING MANAGEMENT MAGAZINE



JULY 1988
VOL. 27, NO. 9

Influencing the management of
4,584,000 cars and 1,970,000 light trucks
and vans in business, leasing, rental,
utility, government, police and taxi fleets.

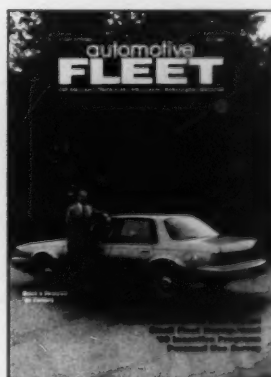
Features

No Package	Package C
\$9,940	\$9,940
\$659	PKG
STD	STD
STD	STD
\$104	\$104

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INDUSTRY NEWS

FTC Changes Used-Car Guidelines

The Federal Trade Commission has revised its guidelines for dealer compliance with its Used Car Rule.

The Used Car Rule requires dealers to display on the vehicle's window sticker the basic terms and conditions of any warranty covering it. The Used Car Rule became effective in 1985.

According to revisions, a limited exemption from compliance for lessees that sell fewer than six vehicles a year was approved. The FTC refused to exempt cars sold through auctions, repossession lots, bids, and consignments.

In addition, the FTC decided that the terms of the sales contract do not have to include the final warranty terms, but may be supplied in a separate document presented to the buyer with the sales contract.

Another revision stated that a financing document must include warranty disclosures required under the Used Car Rule if the document

is the "complete and total agreement between the dealer and the consumer."

Buick Video First

Fleet new-car introductions have taken many forms, but none have matched the '89 product preview innovated by Buick this year. Through video creativity, Buick has inserted a specially-prepared new-car announcement cassette in this issue of *Automotive Fleet* in order to visually reach the total fleet market on a direct basis. This media technique has never been used before and provides each fleet buyer with a 26-minute presentation of the '89 Buick models, in color and narrated, to assist the fall purchasing selection program. The unique videotape mailing, to nearly 21,000 fleet people, is a first according to U.S. Postal Service officials. Jim Pirtle, Buick's director of fleet sales, stated that the videotape's distribution to the industry "underscores our continuing commitment to the fleet market."

Penske, GE Capital Agree to Form New Venture

GE Capital and Penske Corp. announced they have reached agreement in principal to form a joint venture that would combine Penske's Hertz Penske truck leasing unit with GE Capital's Gelco truck leasing business. The transaction is expected to close by the end of July, and is subject to review by the appropriate regulatory agencies and approval of the GE Capital and Hertz Penske boards of directors.

The new joint venture will create a national full-service truck leasing and rental company with more than 56,000 vehicles and more than 400 service and maintenance facilities. The new entity will be owned by Penske and GE Capital.

The two companies said the joint venture will have \$1.5 billion in assets and \$750 million in annual revenue. Most of the employees of the current joint venture will retain their jobs, with total employment figures near 5,500 people.

Hertz Penske Truck Leasing, Inc., which Penske formed in 1982 as a joint venture with the Hertz Corp., is headquartered in Reading, PA. The company is a subsidiary of Red Bank, NJ-based Penske Corp., a privately-held transportation services company. Penske will exercise its option to purchase Hertz' interest in Hertz Penske prior to entering into the joint venture with GE Capital.

Government May Buy Alternative-Fuel Vehicles

The federal government may purchase up to 20,000 alternative-fuel vehicles that run on gasoline and/or a methanol or ethanol mixture.

The U.S. Department of Energy is requesting information from automakers on the design, manufacture, and delivery of alternative-fuel vehicles. The Department of Energy will advise the General Services Administration, the government's purchasing arm, on the possible ve-

GAS PRICES

UNLEADED

City	Cost Per Gallon Unleaded	
	Full-Serve	Self-Serve
Juneau, AK	149.9	134.4
Kingman, AZ	145.2	114.9
Santa Ana, CA	147.9	94.4
Stamford, CT	128.2	105.1
Wilmington, DE	125.9	88.4
Fort Myers, FL	120.9	89.9
Chicago, IL	135.8	101.2
Louisville, KY	127.2	101.9
Alpena, MI	96.4	91.4
Springfield, MO	113.4	81.9
Charlotte, NC	136.4	88.9
Bismark, ND	129.4	100.4
Albuquerque, NM	121.9	100.4
Rochester, NY	100.2	91.9
Oil City, PA	96.9	85.4

Survey conducted during the first five working days of June 1988.
Supplied by Runzheimer International, Runzheimer Park, Rochester, WI.

SURVEY

This year's findings show that 87 percent of the surveyed U.S. fleet managers allowed drivers to use company-provided cars for personal use. On the average, over 20 percent of an employee's monthly mileage is for personal use.

NAFA's 1988 Personal Use Survey

Altogether 463 fleet managers responded to the National Association of Fleet Administrators' 1988 Personal Use Survey. Among the fleets responding to the survey, 70 were government fleets, 61 were industrial-manufacturing fleets, 55 were insurance fleets, and 51 fleets were in the drug and cosmetic industries.

In total, the responding fleets operated 518,401 vehicles, of which 480,126 were in the United States. The U.S. total included 257,330 company-owned vehicles and 222,796 leased vehicles.

Survey Results

Survey results show 87 percent of U.S. fleet managers allow drivers to use company-provided vehicles for personal use. A driver's spouse is

permitted to use a company vehicle for personal use by 62 percent of the responding fleets. Only 28 percent of the survey respondents allow employee's children with driver licenses to drive a company vehicle, while 24.1 percent of U.S. fleets set an average minimum driving age of 21 years.

Responding fleet managers report that drivers average 1,975 miles monthly on a company vehicle, with 408 of these miles for personal use. On the average, 20.7 percent of an employee's total monthly mileage is for personal use. Only 15 percent of U.S. fleets have set a maximum allowable number of monthly personal miles.

On this subject, 75.6 percent of the fleets allowing personal use of a company vehicle said employees

can use the vehicle for personal use "whenever necessary;" 13.2 percent allow personal use only to and from work; 4.7 percent allow personal use "only while working;" 1.5 percent allow personal use "only while on vacation;" 1.2 percent allow personal use only on weekends and holidays, and 3.8 percent allow personal use at "other" times.

To cover the costs of allowing drivers to use a company vehicle for personal use, 83.3 percent of the surveyed fleets said they charge drivers for personal use of a company vehicle. Of these, 32.5 percent charge on a cents-per-mile basis; 31.9 percent on a weekly or monthly flat rate basis, 8.6 on a combination of both cents-per-mile and flat rate per week or month. Another 1.2

Under which conditions are employees permitted personal use of a company vehicle?

	Drugs & Cosmetics	Food & Beverage	Insurance	Chemical & Petroleum	Mfg. Industrial	Mfg. Consumer	Public Utility	Government	Banking Financial	Communications	Service Org.	Electronics	Other	% of Total
U.S.														
Whenever necessary	31	25	52	10	50	32	5	4	13	2	12	3	19	75.6%
Only to and from work	0	0	0	7	0	0	6	22	4	5	0	0	1	13.2%
Only while working	1	0	0	1	0	0	3	7	0	3	0	0	1	4.7%
Only weekends & holidays	1	0	0	1	0	0	1	1	0	0	0	0	0	1.2%
Only while on vacation	1	1	0	1	1	1	0	0	0	0	0	0	0	1.5%
Other	1	0	0	3	0	0	2	4	0	1	0	2	0	3.8%

SURVEY

percent charge drivers for personal use on a graduated scale of cents-per-mile for the first set of miles then a different amount for any miles over that limit. The remaining 25.8 percent of the survey respondents said they use methods other than those listed to charge their employees for personal use.

Personal Use Charges

Fleets using the cents-per-mile method to charge drivers for personal use of a company vehicle collect an average of 17.5 cents per mile. Those charging drivers each month or week collect an average rate of \$23 per week or \$58 per month. Fleets using a combination of cents-per-mile and flat weekly or monthly rates collect an average of 11.5 cents per mile and \$40 each month. Fleets using the graduated scale charge an average of 19.3 cents for the first 7,650 personal miles in a calendar year and 14.3 cents for each mile over that.

When collecting these charges, 42 percent of the fleets use salary deductions, 38.2 percent have

drivers fill out expense reports, and 19.8 percent use "other" methods.

Driver Reimbursement

When an employee uses a personally-owned vehicle for company purposes because their assigned fleet vehicle is inoperable, 87.2 percent of the fleets reimburse the employee on a cents-per-mile basis. Employees were reimbursed at an average 21.4 cents per mile.

When reimbursing employees not assigned fleet vehicles for business use of personally-owned vehicles, the cents-per-mile method is again the most common, according to 81.6 percent of the respondents. The average reimbursement rate is 21.5 cents per mile.

Other Survey Findings

If an employee has an accident in a company vehicle while driving for personal use, 71.8 percent will not be charged for any repair costs resulting from the accident.

According to the survey results, of the 28.2 percent of employees charged for a portion of the accident

repair costs, 43.1 percent pay an average amount of \$197; 41.3 percent must pay the insurance policy deductible; 12.8 percent will be billed for the full amount of the damages, and 2.8 percent will pay an average fixed share of 28 percent of the costs.

Drivers for 52.8 percent of the surveyed fleets are assigned company vehicles as a fringe benefit, while 26.1 percent are assigned a vehicle when their yearly mileage warrants it, which averages 12,843 miles. Another 11.7 percent are assigned a vehicle because of their job title and 9.4 percent are assigned vehicles for reasons other than those listed.

When a driver's assigned fleet vehicle is inoperable, 33.6 percent allow drivers to use their personal car for business, 31 percent permit drivers to rent vehicles, 27.7 percent allow the employee to use a company pool vehicle, 5.5 percent have drivers use the district manager's vehicle, and 2.2 percent authorize "other" means of transportation.

Continued on page 58

Is employee charged for personal use of company vehicle?

	Drugs & Cosmetics	Food & Beverage	Insurance	Chemical & Petroleum	Mfg. Industrial	Mfg. Consumer	Public Utility	Government	Banking Financial	Communications	Service Org.	Electronics	Other	% of Total
U.S. — Yes	29	25	51	18	49	29	16	18	16	8	9	4	12	83.3%
No	6	0	1	5	1	3	7	10	3	4	5	1	11	16.7%

How are employees charged for personal use of a company vehicle? What amount?

United States	Drugs & Cosmetics	Food & Beverage	Insurance	Chemical/Petroleum	Mfg. Industrial	Mfg. Consumer	Public Utility	Government	Banking Financial	Communications	Service Org.	Electronics	% of Other	Total	Total
Per Mile Charge	13	9	23	11	18	10	6	4	3	3	2	0	4	106	32.5%
Avg. Amount (cents)	.169	.137	.167	.191	.165	.185	.182	.226	.217	.193	.188	0	.179	.175	
Monthly/Weekly Charge	12	7	18	4	18	11	6	8	7	2	4	1	6	104	31.9%
Avg. Amount (dollars)															
Weekly:	\$25	0	\$16	\$11	\$27	\$11	\$14	\$13	\$35	\$22	\$60	\$20	\$12	\$23	
Monthly:	\$49	\$53	\$58	\$43	\$69	\$51	\$60	\$47	\$58	0	\$120	0	\$98	\$58	
Combination of both cents/mile & monthly or weekly charge:															
Avg. charged per mi.	4	2	5	0	7	5	1	0	3	0	0	1	0	28	8.6%
Avg. Month (dollars)	.070	.105	.100	0	.069	.083	.225	0	.293	0	0	.225	0	.115	
	\$23	\$10	\$38	0	\$43	\$45	\$70	0	\$62	0	0	\$53	0	\$40	
Graduated scale:															
1. Amt. for 1st number of miles	0	0	0	1	2	0	0	0	0	0	1	0	0	4	1.2%
	.000	.000	.000	.225	.130	.000	.000	.000	.000	.000	.225	.000	.000	.193	
2. No. of miles reimbursed at rate in 1.	0	0	0	15,000	300	0	0	0	0	0	15,000	0	0	7,650	
3. Amt. for any mileage over that in 2.	.000	.000	.000	.110	.175	.000	.000	.000	.000	.000	.110	.000	.000	.143	
Other	8	9	8	5	10	6	5	9	6	4	4	3	7	84	25.6%

1987-1988 Personal Use Survey Comparison

	1987	1988
Total Fleets Responding	464	463
Total Vehicles	394,091	518,401
Company-owned	221,049	283,517
Leased	173,042	234,884
Personal use of company vehicle permitted by:		
Employee	89%	87%
Employee's spouse	77%	65%
Employee's licensed children	44%	34%
Others	13%	5%
No one; personal use not permitted	11%	13%
Minimum age set for drivers other than employees for use of company vehicle for personal use	38.1%	35.9%
Percent of monthly total fleet mileage considered for personal use	20.1%	20.7%
Average personal mileage per driver per month	473	408
Set maximum number of personal mileage permitted each month	18%	15%
U.S. Limit (miles)	590	388
Employee charged for personal use of company vehicle:	80%	81.1%
Charging method used for personal use of company vehicle:		
Per mile	45%	32.0%
Weekly/monthly rate	39%	33.3%
Combination per-mile/weekly/monthly rate	15%	8.1%
Graduated scale	NA	1.1%
Other	NA	25.5%
("Graduated scale" and "Other" options not given last year.)		
Personal Use Charges Collected Via:		
Expense report	68%	37.4%
Salary deduction	73%	44.0%
Other	NA	18.6%
("Other" option not given last year.)		
Factors governing assignment of company vehicle		
Yearly business mileage	31.2%	24.2%
Job title	45.2%	13.1%
Fringe benefit	14.7%	53.5%
Other	8.9%	9.0%
Repair cost paid by driver because of personal use accident	36.0%	31.8%
Full amount	5.0%	10.4%
Fixed share (percentage amount)	.7%	2.1%
Dollar amount	35.0%	45.8%
Insurance deductible	41.0%	41.7%
Other	18.3%	NA

REIMBURSEMENTS

Employees reimbursed for business use of personal vehicle— assigned fleet vehicle inoperable		
Per mile rate	96.4%	85.1%
Weekly/monthly rate	.8%	1.4%
Combination of per-mile/weekly/monthly rate	.8%	.7%
Graduated scale	2.0%	5.2%
Other	NA	6.6%
Employees reimbursed for business use of personal vehicle— no assigned fleet vehicle		
Per mile rate	90.8%	81.3%
Weekly/monthly rate	2.0%	4.8%
Combination of per-mile/weekly/monthly rate	4.7%	3.1%
Graduated scale	2.5%	6.3%
Other	NA	4.5%
IRS (or similar governmental body) audit in last 2 years	8%	7.3%

Note: Some questions were re-phrased from 1987 making some comparisons unrealistic.

EXECUTIVE CARS

—an association of corporate travel managers.

Many of the country's coach-builders are attuned to the fact that limousines are increasing in popularity in the business world and are designing cars accordingly. Cellular telephones and desks are perhaps the two most common amenities aimed at the corporate market. Mobile FAX machines and computer terminals or modems are also becoming more popular.

Haverhill, MA-based Royale Limousine Manufacturers introduced a new 12-inch corporate limousine conversion at the *Limousine & Chauffeur Show* in Atlantic City last January. Designed with the executive in mind, the car contains a front-mounted VCR, a computer compatible eight-inch color television monitor, and rear seat pockets for paperwork storage. In keeping with most corporations' desire for a low profile, the car is understated yet elegant.

Coachbuilders are also able to customize cars to meet specific needs. Schaumburg, IL-based Limousine Werks, for example, recently installed a drawing board with reading lamps in a car for a commercial builder.

"Anything found in an office can be duplicated in a limo," says Matthew Baines, president of Limousine Werks. "Corporate users expect an array of options created especially for the business person."

Fort Smith, AR-based Armbruster/Stageway has two cars designed with the corporate market in mind. The Squire is built on the Lincoln Town Car Sedan. The Squire is not stretched, making it a chauffeur-optional car, but it does feature a fold-down writing table, automatic table work lights, reading lights, and dark tinted glass.

Armbruster/Stageway's Manhattan is built on the Cadillac chassis. This car is available in three different stretch lengths and offers a variety of amenities such as privacy partition, storage pockets, and rear-facing, fold-down seating for three

additional passengers.

While sedans and stretches continue to be the most popular type of limousine, coaches designed to carry more people are also a viable tool in the business world. Vehicles such as the Executive Cruiser by Boca Raton, FL-based Zimmer Motor Coach can serve as a boardroom on wheels when groups of up to nine passengers are traveling together.

The 29-foot Executive Cruiser made its debut in 1987. Electrical outlets make it possible for business travelers to catch up on paperwork, dictation, or typing. The Zimmer also offers optional individual chair tables or a conference table.

There are currently an estimated 5,500 limousine services in the country. Approximately 50 coach-builders supply the industry with

stretched Cadillacs and Lincolns each year. Competition among limousine operators is heated but there are those companies that seek an edge by operating without proper licensing or liability insurance.

The Public Utilities Commission governs the limousine industry in most states. In addition, companies are required to carry a minimum amount of liability insurance. By asking to see a company's PUC license, and proof of insurance, a corporation can ensure that a company is complying with state laws.

The variety of cars and options available—everything from a basic sedan with tinted windows to a stretch with a computer hookup—make it possible for every executive to find a car that meets his or her individual needs. AP

Large Fleets Trim Executive Cars

A recent survey shows an emerging trend to reduce the number of executive cars in corporate fleets. According to a *Runzheimer Reports On Transportation* survey, the executive company car is being cut back. Three reasons were cited for the decrease in executive cars: a change in tax laws increased the tax on fringe benefits, such as executive cars; insurance rates have increased, and the current trend among most businesses is to trim excess expenses.

Larger fleets were affected the most, as fleets with more than 500 vehicles decreased executive cars by 19 percent (Table 1). However, according to Ken Groh, Runzheimer transportation consultant, companies with smaller fleets are more likely to be privately held, and therefore, less likely to encounter stockholders who question the need for an executive car.

The survey also showed that 44 percent of the car models that corporations provide executives

Fleets Decreasing Executive Car Use

Fleet Size	Yes	No
Less than 100	11%	89%
101-300	8%	92%
301-500	14%	86%
More than 500	19%	81%

Source: Runzheimer

Table 1

are considered "top-of-the-line" models. These include all Cadillacs and Lincolns, plus the most expensive Oldsmobiles, Buicks, Chevrolets, Chryslers, Mercurys, and Fords. An almost equal amount, 42 percent, are middle-line models which are often the same models provided to other fleet drivers.

Groh adds that the changing of car models suggests that many corporations are downsizing the fleet car provided to executives. "This may be the solution to the problem of giving up what many employees feel is an expected fringe benefit," says Groh.

USED CARS

The following are average used-car prices for the period ending June 1, 1988. Prices are based on wholesale activity at major dealers across the country. They are divided into three zones as indicated on the accompanying map. These averages are calculated electronically in IBM machines. They are based on clean cars only. Proper allowance should be made for upgrading sharp cars and proper deduction taken for fair cars. Automatic transmissions have been included in the averages of all models. This information is published in *Automotive Fleet* by special permission of Automotive Market Report.



86 AMC ALLIANCE Sdn 4 Dr L Series	3483	3518	3415	Sin Sdn	5158	5210	5055	85 OLDS CUTLASS SUPREME Sdn	5576	5632	5466
85 AMC ALLIANCE Sdn 4 Dr L Series	2657	2683	2604	85 DODGE DIPLOMAT Sin Sdn	3991	4031	3911	86 OLDS DELTA 98 Rgcy Sdn	9328	9422	9141
86 AMC ENCORE Sdn 5-Dr S Series	3411	3445	3342	86 DODGE LANCER Sdn	5721	5779	5607	85 OLDS DELTA 98 Rgcy Sdn	7814	7690	7462
85 AMC ENCORE Sdn 5-Dr S Series	2647	2673	2594	86 DODGE 600 Sdn	5548	5604	5438	86 PLYMOUTH HORIZON Hitchbk 4 Dr	3580	3616	3508
86 BUICK SKYHAWK Cust Coupe	4908	4957	4810	85 DODGE 600 Sdn	4193	4235	4108	85 PLYMOUTH HORIZON Hitchbk 4 Dr	2807	2833	2751
86 BUICK CENTURY Cust Sdn	4984	5034	4884	86 FORD ESCORT Hitchbk 4 Dr L Series	3776	3814	3700	86 PLYMOUTH RELIANT Sdn	4457	4500	4367
85 BUICK CENTURY Cust Sdn	6284	6347	6159	85 FORD ESCORT Hitchbk 4 Dr L Series	2974	3004	2914	85 PLYMOUTH RELIANT Sdn	3362	3396	3294
86 BUICK SKYLARK Cust Sdn	5089	5139	4987	86 FORD MUSTANG LX-4 Cpe	5434	5488	5325	86 PLYMOUTH CARAVELLE SE Sdn	5563	5619	5452
85 BUICK SKYLARK Cust Sdn	6282	6345	6157	85 FORD MUSTANG LX-4 Cpe	4453	4497	4364	86 PLYMOUTH GRAN FURY Salon Sdn	5192	5244	5088
85 BUICK SOMERSET REGAL Coupe	3862	3900	3784	86 FORD TAURUS GL Sdn 4 Dr	7298	7371	7152	85 PLYMOUTH GRAN FURY Salon Sdn	4136	4178	4054
86 BUICK RIVIERA Coupe	6339	6403	6213	86 FORD TEMPO GL Sdn 4 Dr	4738	4786	4644	86 PONTIAC T-1000 Sdn	3164	3196	3100
85 BUICK RIVIERA Coupe	10,166	10,267	9,963	85 FORD TEMPO GL Sdn 4 Dr	3672	3709	3599	85 PONTIAC T-1000 Sdn	2566	2592	2515
86 BUICK LE SABRE Cust Sdn	8386	8471	8219	86 FORD LTD Sdn	4831	4878	4733	86 PONTIAC SUNBIRD Sdn	4880	4929	4783
85 BUICK LE SABRE Cust Sdn	7820	7898	7663	85 FORD LTD Sdn	3790	3827	3714	85 PONTIAC SUNBIRD Sdn	3847	3886	3771
86 CADILLAC DE VILLE Cpe	11,895	12,015	11,657	86 FORD CROWN VIC Sdn	8453	8537	8283	86 PONTIAC 6000 Sdn	6030	6091	5910
85 CADILLAC DE VILLE Sdn	12,050	12,170	11,809	85 FORD CROWN VIC Sdn	6877	6946	6740	85 PONTIAC 6000 Sdn	4654	4701	4562
86 CADILLAC SEVILLE Cpe	9154	9245	8971	86 FORD THUNDERBIRD Cpe	7206	7280	7064	86 PONTIAC GRAND AM Sdn	6555	6621	6425
85 CADILLAC SEVILLE Sdn	16,276	16,439	15,951	85 FORD THUNDERBIRD Cpe	5936	5996	5818	86 PONTIAC FIREBIRD Cpe	6857	6926	6720
86 CHEVY CHEVETTE Hitchbk 4 Dr	3133	3164	3071	86 LINCOLN CONTINENTAL Sdn	14,007	14,147	13,726	85 PONTIAC FIREBIRD Cpe	5700	5757	5586
85 CHEVY CHEVETTE Hitchbk 4 Dr	2512	2537	2463	85 LINCOLN CONTINENTAL Sdn	11,373	11,486	11,145	86 PONTIAC BONNEVILLE Sdn	6461	6525	6331
86 CHEVY CAMARO Cpe	6774	6841	6638	85 MERCURY LYNX L Hitchbk 4 Dr	3815	3852	3738	85 PONTIAC BONNEVILLE Sdn	4977	5027	4876
85 CHEVY CAMARO Cpe	5636	5692	5522	86 MERCURY LYNX L Hitchbk 4 Dr	3002	3032	2942	86 PONTIAC GRAND PRIX Cpe	6888	6957	6751
86 CHEVY CAVALIER Sdn	4451	4494	4361	85 MERCURY COUGAR Cpe LS	8021	8101	7860	85 PONTIAC GRAND PRIX Cpe	5720	5777	5605
85 CHEVY CAVALIER Sdn	3628	3665	3555	86 MERCURY COUGAR Cpe LS	6570	6636	6439	86 PONTIAC PARISIENNE Sdn	7803	7880	7646
86 CHEVY CELEBRITY Sdn	5794	5852	5678	85 MERCURY TOPAZ GS Sdn 4 Dr	4909	4958	4811	85 NISSAN SENTRA Std Sdn 2 Dr	3880	3919	3802
85 CHEVY CELEBRITY Sdn	4487	4533	4398	86 MERCURY TOPAZ GS Sdn 4 Dr	3813	3850	3737	86 NISSAN STANZA GL Ntch 4 Dr	6333	6396	6206
86 CHEVY CAPRICE Sdn	6339	6403	6212	85 MERCURY MARQUIS Sdn	4921	4971	4824	86 NISSAN MAXIMA SE Sdn	9556	9652	9365
85 CHEVY CAPRICE Sdn	5949	6009	5830	86 MERCURY MARQUIS Sdn	3839	3878	3763	85 NISSAN SENTRA Std Sdn 2 Dr	3074	3105	3014
86 CHRYSLER LE BARON Cpe	5797	5855	5681	85 MERCURY GRAND MARQUIS Sdn	9006	9096	8826	86 NISSAN STANZA XE Hitchbk 4 Dr	4556	4601	4485
85 CHRYSLER LE BARON Cpe	4662	4709	4569	86 OLDS FIRENZA Sdn	7348	7422	7201	85 NISSAN MAXIMA SE Sdn	7883	7963	7725
86 CHRYSLER FIFTH AVENUE Sdn	4692	4739	4599	85 OLDS FIRENZA Sdn	4984	5034	4884	86 TOYOTA COROLLA Sdn 4 Dr	5556	5612	5445
85 CHRYSLER FIFTH AVENUE Sdn	8898	8988	8721	86 OLDS CIERA L Coupe	6215	6276	6090	86 TOYOTA CAMRY Sdn 4 Dr	7475	7549	7325
86 DODGE OMNI Hitchbk 4 Dr	3582	3618	3510	85 OLDS CIERA LS Cpe	5021	5072	4920	86 TOYOTA CRESSIDA Lux Sdn	11,074	11,184	10,853
85 DODGE OMNI Hitchbk 4 Dr	2811	2837	2754	86 OLDS CALAIS Sdn	6306	6370	6181	85 TOYOTA COROLLA Sdn 4 Dr	4681	4728	4587
86 DODGE ARIES Sdn	4475	4519	4386	85 OLDS CUTLASS SUPREME Cpe	6938	7008	6800	86 VOLKSWAGEN JETTA Sdn 4 Dr	6605	6671	6474
85 DODGE ARIES Sdn	3361	3395	3293	86 DODGE DIPLOMAT Sdn	6760	6828	6625	85 VOLKSWAGEN JETTA Sdn 4 Dr	5490	5546	5381